



In This Issue:

New Mexico Annual Small Business Award Nominations for 2006

Top New Mexico SBA Lenders Loan Numbers Through August 31, 2005.

Small Business Hit a Record \$69 billion In Federal Contracts In Fiscal Year 2004.

SBA and Junior Achievement (JA) Worldwide Launch Joint Teen Web Site.

Faith Based and Community Initiatives Center

**NEW MEXICO
SMALL BUSINESS WEEK
NOMINATIONS**

In recognition of the small business community's contributions to the American economy and our society, the President of the United States designates one week each year as National Business Week. The New Mexico District Office will present awards to the New Mexico winners. National winners will receive their awards in Washington, D.C..

We need your help in finding and recognizing the small businesses for awards. Please see if you can nominate a deserving entrepreneur or advocate candidate for any of the following awards:

**Small Business Person of the Year
Small Business Exporter of the Year
SBA Young Entrepreneur
Financial Services Champion
Minority Small Business Champion
Women in Business Champion
Veteran Small Business Champion
Small Business Journalist
Home Based Business Champion
Jeffery Butland Family-Owned Bus.
Phoenix Awards
Procurement / Contractor Awards**

We all know an entrepreneur or company that will make a great nomination for one of the above awards. Nomination details and forms can be found at:

[Http://www.sba.gov/nominationsguideline](http://www.sba.gov/nominationsguideline)

You may also call the NM District Office (505) 346-6759 for information. Deadline for the Nominations is November 4, 2005.

**SBA AND JA WORLDWIDE LAUNCH
JOINT TEEN WEBSITE**

A new cosponsored web site targeting young entrepreneurs who want to start, run or grow their own business was recently launched by the SBA and Junior Achievement(JA) Worldwide. The new web site, *Mind Your Own Business* at www.mindyourownbiz.org is designed to support the growing interest in business among teens and serves as a portal for youth entrepreneurs, providing resources and information for business ownership. The site shows five steps to starting a business and can take teens from a brainstorming to owning a business.

The SBA also unveiled its teen web site

Teen Business Link www.sba.gov/teens.

The web site has been revamped to include streaming video, animation and interactive sound clips. This will introduce teens to the idea of small business ownership as a career.

SMALL BUSINESSES HIT A RECORD \$69 BILLION IN FEDERAL CONTRACTS IN FISCAL YEAR 2004

U.S. small businesses reaped a record \$69.23 billion in federal contracts last year (FY 2004), surpassing the previous year high by almost 6 percent. The contracts represented 23.09% of federal prime contracting dollars and 43.7% of federal prime contracting actions.

The report from the Federal Procurement Data Center (FPDC) shows in FY 2004 prime contracting amounted to a total \$299.9 billion on 9.97 million contracting actions. Of the \$299.9 awarded, about \$210.7 billion, or more than 70% was awarded by the Dept of Defense. Defense awarded \$46.9 billion of its contracts, or about 22.27% to small business.

The FPDC report shows that Small Disadvantaged Businesses surpassed their 5% goal by registering 6.18% of dollars with 18.54 billion in contracts. SBA's 8(a) program received \$8.44 billion in contracts for 2.8% of the total. The SBA HUBZone program increased to \$4.78 billion.

Dollars to women owned businesses increased to \$9.1 billion or about 3% of the total. Contracts to Service Disabled Veteran Owned businesses more than doubled reaching \$1.15 billion. To see the full report visit the SBA Website at: <http://www.sba.gov/GC/Goaling-report-08-21-2005>.

SBA FAITH BASED & COMMUNITY INITIATIVES CENTER

The SBA has created a Center for Faith-Based and Community Initiatives to help non-profit, grassroots organizations that focus a significant portion of their activities on aiding small businesses. The New Mexico District Office welcomes the opportunity to reach out to educate faith-based and community organizations about SBA programs and to ensure that these groups have equal access to these services. For details go to the website at www.sba.gov/fbci.

UPCOMING EVENTS

October 6, 2005

8(a) Business Application Workshop
SBA Conference Room 1:00 to 3:00pm
625 Silver SW– Suite 320
Albuquerque, NM 87102
Telephone for reservation (505) 346-6701

October 14, 2005

**2005 New Mexico Minority Enterprise
Development (MED) Week
Awards Celebration**
Registration
10:30am-11:30am
Awards Luncheon
11:30am-1:30pm
Hotel Albuquerque
(Formerly Sheraton Old Town)
Pavilion & Gardens
800 Rio Grande Blvd. NW
Albuquerque, New Mexico
Please contact:
NEDA Business Consultants for more details:
(505) 843-7114
Email; info@nedainc.net

October 18, 2005

**SBA/SBDC Lender Briefing
Small Business Development Center
New Mexico Junior College**
5317 Lovington Highway
Hobbs, NM 88240
Please contact Gloria Munoz, Director
for details: Telephone (505) 392-5549
or Email gmunoz@nmjc.edu

October 21, 2005

**SCORE
Essentials for Starting a New Business
Workshop**
SBA Conference Room 8:30am-4:00pm
625 Silver SW, Suite 320
Albuquerque, NM 87102
Please call (505) 346-6750 for reservation and
details.

7(a) LOANS THRU 8.31.2005

<u>BANK</u>	<u>#LOANS</u>	<u>AMOUNT</u>
WELLS FARGO BANK NATL ASSOC	62	\$9,753,800.00
BANK - AMERICA NATL ASSOC	53	\$2,070,000.00
BANK OF THE SOUTHWEST	48	\$5,796,650.00
CAPITAL ONE FED. SAVINGS BK	40	\$1,725,000.00
WESTERN COMMERCE BANK	37	\$3,210,200.00
FIRST STATE BANK N.M.	36	\$4,348,100.00
COMPASS BANK	16	\$970,000.00
FIRST NATIONAL BANK OF ARIZONA	14	\$5,054,100.00
CIT SMALL BUS. LENDING CORP	11	\$6,625,200.00
THE FIRST NATIONAL BANK	11	\$2,425,000.00
ACCESSBANK	10	\$3,142,000.00
LEA COUNTY STATE BANK	10	\$1,790,500.00
FIRST SAVINGS BANK	9	\$1,090,500.00
NEW MEXICO BANK & TRUST	7	\$1,742,000.00
STATE NATIONAL BANK	7	\$1,459,500.00
WESTERN BANK	7	\$965,300.00
CITIZENS BANK OF LAS CRUCES	6	\$2,799,900.00
PIONEER BANK	6	\$3,172,600.00
MOUNTAIN AMERICA FCU	5	\$624,000.00
BUSINESS LOAN CENTER, LLC	4	\$3,900,000.00
CALIFORNIA BANK & TRUST	4	\$737,000.00
THE BANK OF BELEN	4	\$568,300.00
BANK - RIO GRANDE NATL ASSOC	3	\$85,000.00
COMERICA BANK	3	\$1,594,000.00
FIRST NATL BK - SANTA FE	3	\$622,500.00
BANK - ALBUQUERQUE NATL ASSOC	2	\$664,306.00
BRANCH BK. & TR CO	2	\$2,600,000.00
CENTURY BANK, FSB	2	\$114,000.00
CHARTER BANK	2	\$275,000.00
FOUR CORNERS COMMUNITY BANK	2	\$680,000.00
INNOVATIVE BANK	2	\$10,000.00
SUNRISE BANK OF ARIZONA	2	\$395,900.00
THE CITIZENS BANK	2	\$270,000.00
1ST NATL BK - NEW MEXICO	1	\$108,000.00
ACCESS ANYTIME BANCORP, INC.	1	\$56,000.00
BANCO POPULAR NORTH AMERICA	1	\$170,000.00
BANK 1ST	1	\$250,000.00
BUSINESS LENDERS, LLC	1	\$295,000.00

FARMERS & STOCKMENS BANK	1	\$150,000.00
FIRST FEDERAL BANK	1	\$130,500.00
FIRST WESTERN SBLC, INC	1	\$1,711,000.00
GRANTS STATE BANK	1	\$35,000.00
INDEPENDENCE BANK	1	\$140,000.00
NEWTEK SMALL BUS. FINANCE INC.	1	\$150,000.00
PINNACLE BANK, A DIVISION OF	1	\$150,000.00
SOUTHWESTERN BUS. FINAN CORP	1	\$1,672,000.00
STEARNS BK NATL ASSOC	1	\$710,000.00
UNITED BK - EL PASO DEL NORTE	1	\$303,000.00
UPS CAPITAL BUSINESS CREDIT	1	\$841,700.00
WACHOVIA SBA LENDING, INC.	1	\$934,000.00
WESTERN BANK OF CLOVIS	1	\$53,800.00
<u>TOTALS:</u>	450	\$79,140,356.00